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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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JUNE 1987 SALES FOR COMMERCIAL HEAT TREATERS INCREASE 5.6% FROM JUNE 1986

Total billings for June 1987 were $43.2 million, up from $40.9 million in June 1986.

For the first half of 1987 billings reached $253.7 million, a figure 0.7% higher than the first six months of 1986 when sales totaled $251.9 million.

Two MTI districts declined from their June 1986 sales total; four districts were below their performance for the first half of 1986.

A summary of percentage change by geographic regions follows:

	District	Jun 87 vs. Jun 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 1.0	- 0.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.3	- 5.2
3	South Central (W.PA-OH-IN-KY)	1.9	3.0
4	Michigan	- 1.4	- 5.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	3.6	- 0.5
6	North Central (IL-WI-MN-MO-IA)	16.6	7.8
7	Pacific Coast (CA-AZ-ORE-WASH)	4.3	2.2
8	Southwest (TX-OK-AR-CO-LA-UT)	19.7	- 5.5
9	Canada	6.4	4.0

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JUNE, 1987

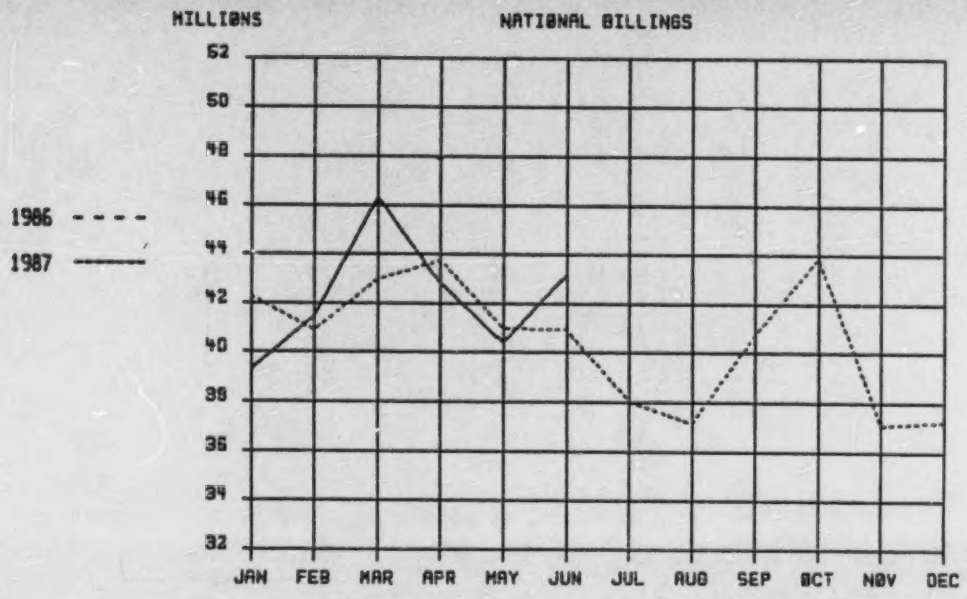
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	40936.7	43241.9	5.6	100.0	100.0
Dist. 1	19	3402.8	3369.1	- 1.0	8.3	7.8
Dist. 2	42	4268.9	4454.1	4.3	10.4	10.3
Dist. 3	61	7907.6	8055.0	1.9	19.3	18.6
Dist. 4	32	5252.4	5179.1	- 1.4	12.8	12.0
Dist. 5	24	2303.6	2387.4	3.6	5.6	5.5
Dist. 6	50	6866.7	8006.0	16.6	16.8	18.5
Dist. 7	34	5450.4	5686.3	4.3	13.3	13.1
Dist. 8	22	2031.9	2432.9	19.7	5.0	5.6
Dist. 9	23	3452.3	3672.1	6.4	8.4	8.5
Foreign	10					

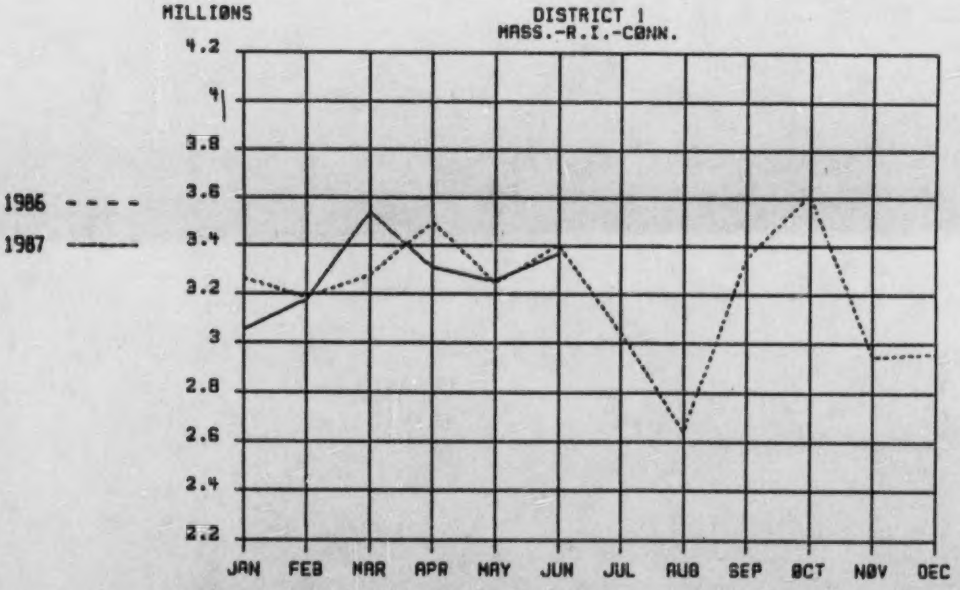
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	251925.3	253709.1	0.7	100.0	100.0
Dist. 1	19873.7	19709.7	- 0.8	7.9	7.8
Dist. 2	27326.7	25900.0	- 5.2	10.8	10.2
Dist. 3	45048.9	46381.0	3.0	17.9	18.3
Dist. 4	34273.3	32307.6	- 5.7	13.6	12.7
Dist. 5	14172.9	14101.8	- 0.5	5.6	5.6
Dist. 6	41963.5	45245.9	7.8	16.7	17.8
Dist. 7	33352.0	34070.3	2.2	13.2	13.4
Dist. 8	14206.7	13421.8	- 5.5	5.6	5.3
Dist. 9	21707.6	22571.1	4.0	8.6	8.9

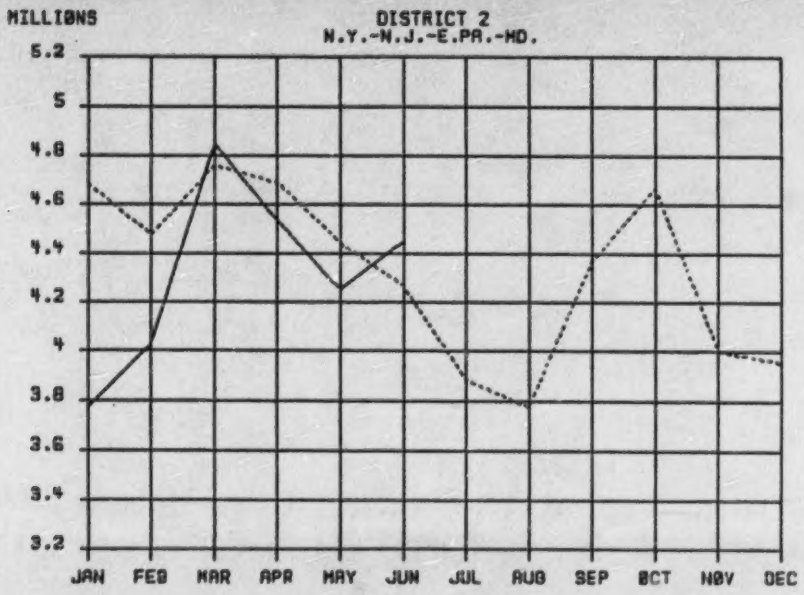
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



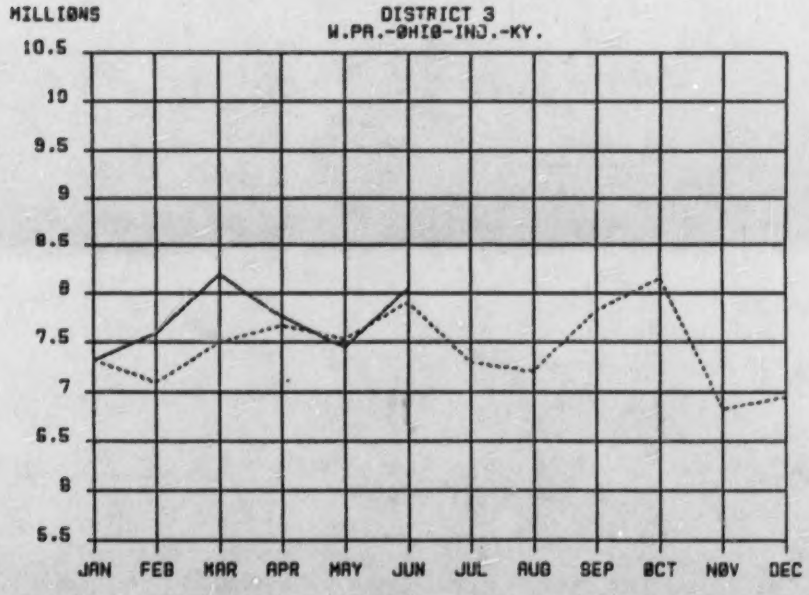
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.1	1.4	7.8	-2.1	-1.4	5.6						
% Change	Cumulative	-7.1	-2.9	0.8	0.0	-0.2	0.7						



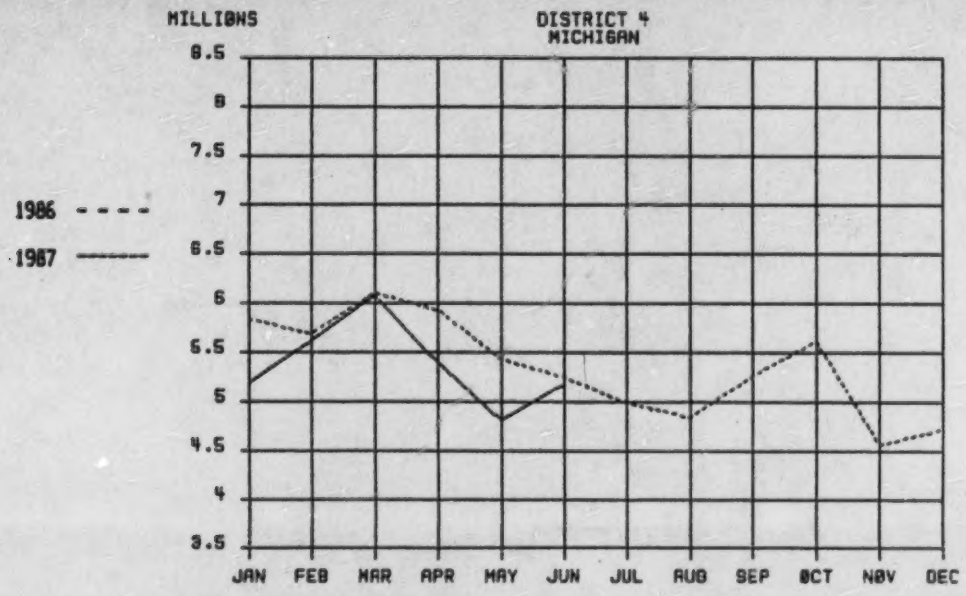
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-1.0						
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-0.8						



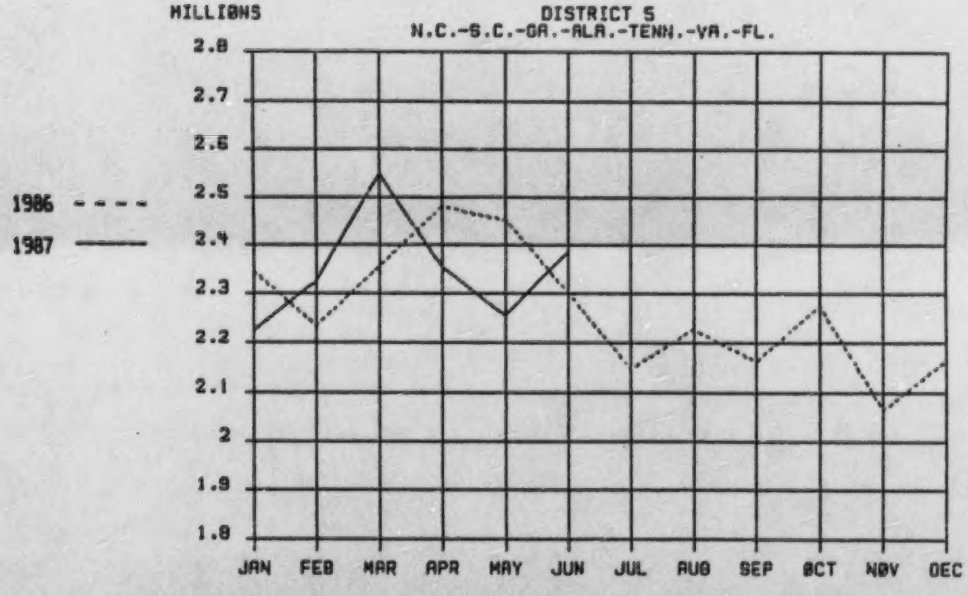
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.3	4.3						
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2						



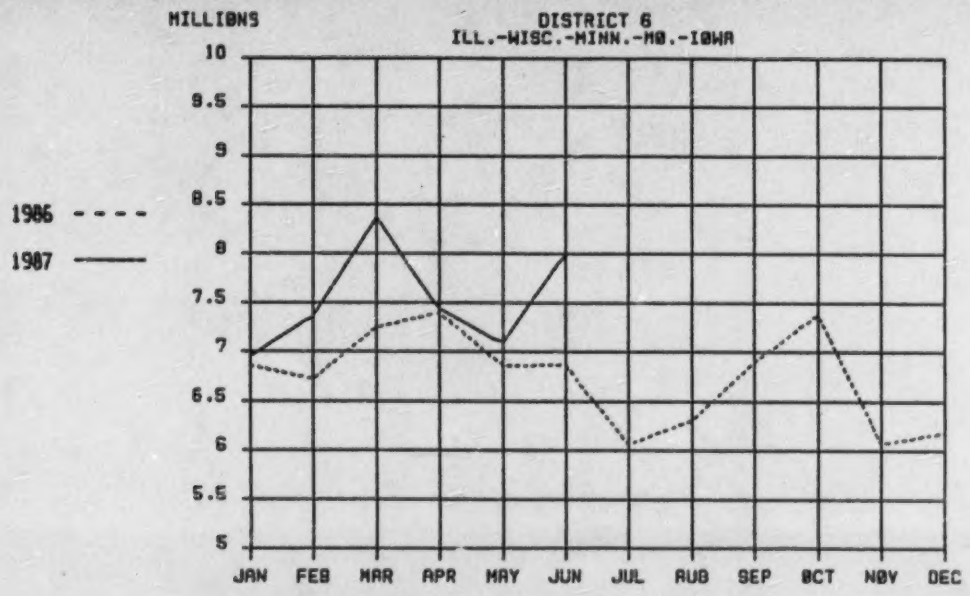
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3	1.2	-1.1	1.9						
% Change	Cumulative	-0.1	3.3	5.4	4.3	3.2	3.0						



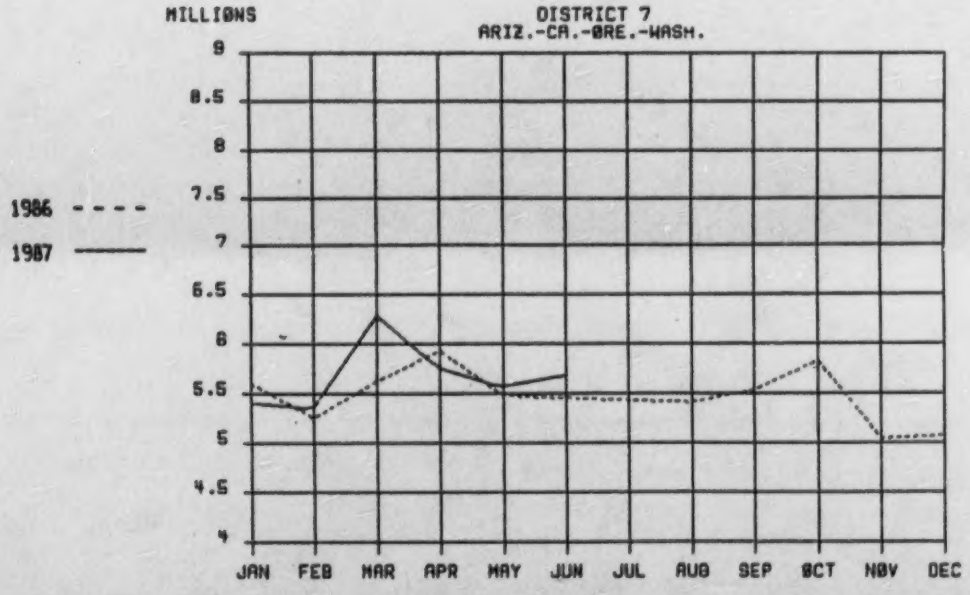
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4						
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7						



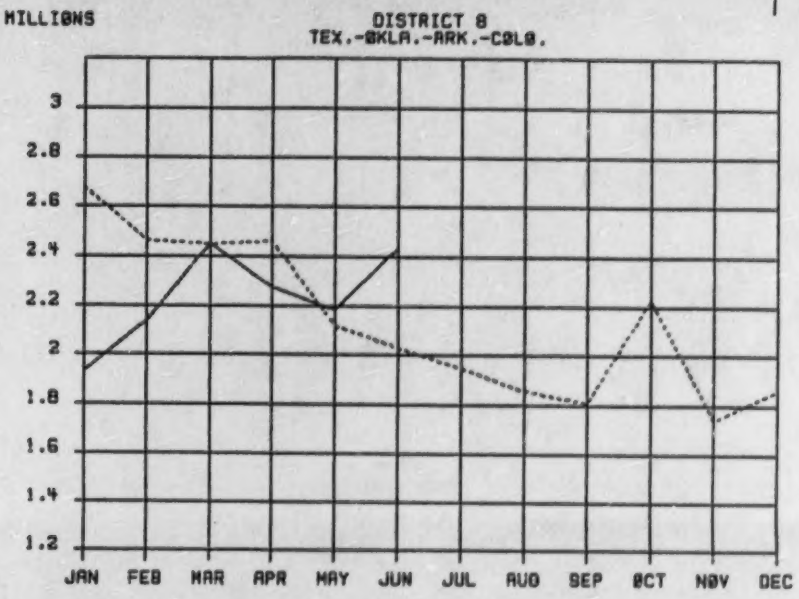
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6						
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5						



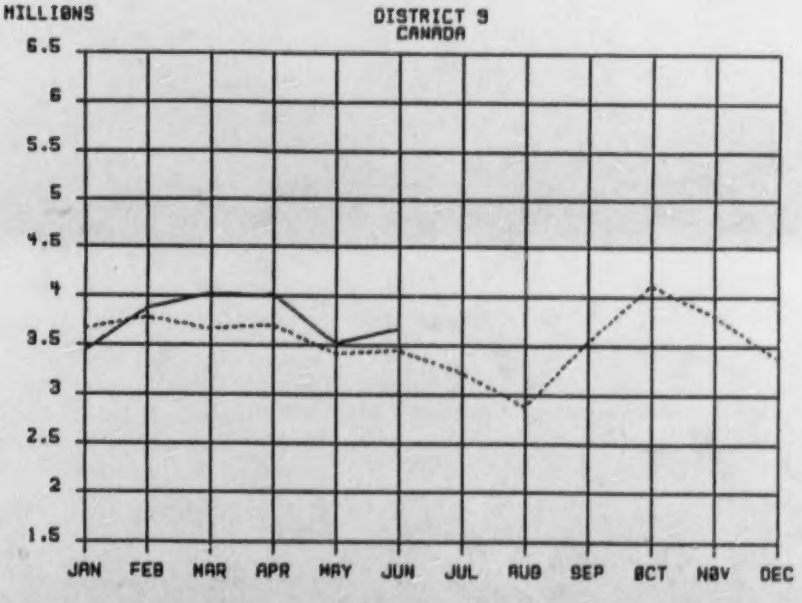
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	1.3	9.5	15.5	0.6	3.6	16.6						
	Cumulative	1.3	5.4	8.9	6.7	6.1	7.8						



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3						
	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7						
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	6.4						
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.0						